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Message Text

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ACTION EUR-12

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---------- 061788
R 191432Z SEP 75
FM AMEMBASSY PRAGUE
TO USDOC WASHDC
INFO SECSTATE WASHDC 8874
AMEMBASSY BUDAPEST
AMEMBASSY SOFIA
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UNCLAS PRAGUE 2423

COMMERCE FOR BEWT/TPD (THOMPSON)

VIENNA FOR USEWTC

E.O. 11652: N/A
TAGS: BEXP, CZ
SUBJ: PLASTICS PRODUCTION TSS

REF: (A) STATE 193416
(B) BUDAPEST 2682

1. PRELIMINARY RESPONSE OF CZECHS AND SLOVAKS TO PROPOSED TSS IS POSITIVE. THEY ARE I TERESTED IN SAME EQUIPMENT AS HUNGARIANS (REFTEL B), PLUS PROCESS FOR PRODUCING POLYETHYLENE (PE).

2. EMBOFF MET RECENTLY IN BRATISLAVA WITH GENERAL DIRECTOR AND COMMERCIAL DIRECTOR OF INCHEBA, FTO. INCHEBA ORGANIZES CHEMICAL TRADE FAIR OF SAME NAME EACH JUNE, AND ALSO SPONSORS AND ARRANGES SYMPOSIA AND SEMINARS IN CHEMICAL SPHERE. IT HAS EXCELLENT CONTACTS AMONG PLASTICS PRODUCERS AND RESEARCH INSTITUTES, AND COULD UNDOUBTEDLY DO A GOOD JOB OF ORGANIZING SEMINAR IN SLOVAK CAPITAL.

3. ADDITIONAL CONSIDERATION IS THAT SEMINAR OUGHT TO BE HELD IN BRATISLAVA, WHICH IS FASTEST GROWING CZECHOSLOVAK CENTER FOR PETRO-CHEMICAL AND PLASTICS PRODUCTION. SLOVNAFT, THE LARGEST
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CZECHOSLOVAK PETROCHEMICAL ENTERPRISE, IS LOCATED IN BRATISLAVA, AND

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CITY IS TERMINUS OF CRUDE OIL AND GAS PIPELINES FROM USSR, AS WELL AS PLANNED YUGOSLAV LINE FROM RIJEKA IN ADRIATIC. THESE FACTORS PLUS THE DETERMINATION OF FEDERAL GOVERNMENT TO INDUSTRIALIZE SLOVAKIA -- CHEMICAL INDUSTRY IS SLATED TO GROW BY 80 PERCENT IN SLOVAKIA IN NEXT FIVE YEARS, VERSUS ONLY 30 PERCENT IN CZECH REPUBLIC -- ARGUE THAT SLOVAKIA'S NEED FOR EQUIPMENT AND TECHNOLOGY WILL EQUAL OR EXCEED THAT OF CZECH LANDS. EMBASSY COULD ORGANIZE SEMINAR IN BRATISLAVA WITHOUT ASSISTANCE, BUT CHANCES OF HOLDING SUCCESSFUL TSS WOULD BE GREATLY IMPROVED IF WE CAN WORK THROUGH INCHEBA.

4. INCHEBA'S QUOTATION, ASSUMING 50 PERSONS ATTEND SEMINAR, IS DOLLARS 1,700 FOR FIRST DAY. THIS INCLUDES USE OF SALON AT HOTEL KIEV, PRINTING AND MAILING OF INVITATIONS, INTERPRETERS, PROJECTORS, REFRESHMENTS DURING SEMINARS, LUNCH AND CLOSING RECEPTION.

5. FEE DOES NOT APPEAR OUT OF LINE WITH WHAT OUR EUROPEAN COMPETITORS HAVE PAID INCHEBA TO ORGANIZE SEMINARS, AND IS REPORTEDLY MUCH LESS THAN LARGE PETROCHEMICAL MNCS SUCH AS DUPONT, BASF, AND IMPERIAL PAY. NEVERTHELESS, IF PRICE GREATLY EXCEEDS BUDGET, EMBASSY CAN REQUEST ANOTHE QUOTATION FROM INCHEBA FOR FEWER SERVICES. WE COULD PROBABLY SAVE MONEY BY DEALING DIRECTLY WIZN HOTEL ON RECEPTION AND/OR NOONDAY MEAL, FOR EXAMPLE.

6. REQUEST USDOC COMMENTS ON ABOVE PROPOSAL FOR HOLDING SUBJECT TSS IN BRATISLAVA RATHER THAN PRAGUE. WE SHOULD EMPHASIZE THAT UNIVERSE OF INVITED PARTICIPANTS WILL INCLUDE OFFICIALS, TECHNICIANS AND COMMERCIAL SPECIALISTS FROM ALL REGIONS OF CZECHOSLOVAKIA, NOT ONLY SLOVAKIA, ALTHOUGH WE PRESUME BULK OF THOSE ATTENDING WOULD BE SLOVAKS. PERRY

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